

City of Ramsey
Agenda
Economic Development Authority (EDA)
Thursday June 14, 2012
7:30 am
Lake Itasca Room, 7550 Sunwood Drive NW

1. **Call to Order**
2. **Approve Agenda**
3. **Approve Minutes**
 1. Approve Meeting Minutes dated May 10, 2012
4. **EDA Business**
 1. Review contract for services with ACG
 2. EDA Budget Discussion
 3. Discussion of 167th Avenue and Highway 47 commercial node.
 4. Golf Tournament Update
 5. Business Appreciation Breakfast Event
5. **Member/Staff Input**
6. **Adjournment**

Economic Development Authority (EDA)

3. 1.

Meeting Date: 06/14/2012

By: Jo Thieling, Administrative Services

Title:

Approve Meeting Minutes dated May 10, 2012

Background:

The May 10, 2012 EDA Meeting minutes are attached for review and approval.

Observations:

Funding Source:

Staff Recommendation:

EDA Action:

Motion to approve EDA Meeting Minutes dated May 10, 2012.

Attachments

[EDA Minutes 05/10/12](#)

Form Review

Inbox

Kurt Ulrich

Reviewed By

Jo Thieling

Date

06/06/2012 12:12 PM

Form Started By: Jo Thieling

Started On: 06/06/2012 12:10 PM

Final Approval Date: 06/06/2012

**ECONOMIC DEVELOPMENT AUTHORITY
CITY OF RAMSEY
ANOKA COUNTY
STATE OF MINNESOTA**

The City of Ramsey Economic Development Authority (EDA) conducted an EDA meeting on Thursday, May 10, 2012, at the Ramsey Municipal Center, 7550 Sunwood Drive NW, Ramsey, Minnesota.

Members Present: Chairperson Chris Riley
 Member Colin McGlone
 Member Wayne Skaff
 Member Jim Steffen
 Member Kristine Williams
 Member John LeTourneau

Members Absent: Member Jeff Wise

Also Present: Kurt Ulrich, City Administrator
 Patrick Brama, Management Analyst

CALL TO ORDER

Chairperson Riley called the Economic Development Authority meeting to order at 7:34 a.m.

APPROVE AGENDA

Motion by Member Skaff, seconded by Member Williams, to approve the agenda.

Motion carried. Voting Yes: Chairperson Riley, Members McGlone, LeTourneau, Steffen, Skaff, and Williams. Voting No: None. Absent: Member Jeff Wise.

APPROVE MINUTES

Motion by Member LeTourneau, seconded by Member Williams, to approve the April 12, 2012 minutes as presented.

Motion carried. Voting Yes: Chairperson Riley, Members McGlone, LeTourneau, Steffen, Skaff, and Williams. Voting No: None. Absent: Member Jeff Wise.

EDA BUSINESS

Case #1: Authorization of Termination of Lease Agreement, Ground Lease Agreement and Authorizing Execution of an Escrow Agreement Relating to the Issuance by the City of Ramsey of its \$16,875,000 General Obligation Capital Improvement Plan Bonds, Series 2012A.

City Administrator Ulrich presented the Staff Report. He explained that the city will be refunding the Lease Revenue Bond with General Obligation Capital Improvement Plan Bonds, making it necessary to terminate the lease agreement between the City of Ramsey and the Economic Development Authority (EDA).

City Administrator Ulrich also stated that the City Council approved this action at their meeting on May 8, 2012 and he is seeking approval from the EDA.

Motion by Member LeTourneau, seconded by Member McGlone, to approve to authorize termination of Lease Agreement, Ground Lease Agreement and authorizing execution of an Escrow Agreement relating to the issuance by the City of Ramsey of its \$16,875,000 General Obligation Capital Improvement Plan Bonds, Series 2012A.

Motion carried. Voting Yes: Chairperson Riley, Members McGlone, LeTourneau, Steffen, Skaff, and Williams. Voting No: None. Absent: Member Jeff Wise.

Case #2: Staff Update

Management Analyst Brama presented an update on the 2012 Business Expo. He cited that the event held on April 28, 2012 brought in an estimated 500 people, consisted of 48 vendors, and earned a lot of positive feedback. He thanked the EDA members who volunteered at the event.

Member LeTourneau suggested implementing a method to better track the number of people in attendance. He would like to see a comparison of attendance numbers from year-to-year.

Member McGlone recommended holding a drawing or offering a door prize; something that would require people to fill out a form which would assist in obtaining a more accurate headcount.

Management Analyst Brama discussed the next update item; the City of Ramsey Business Appreciation Event golf tournament. He indicated that space has been reserved at The Links at Northfork, and other preparations for the event are underway.

Management Analyst Brama will provide the event budget, as well as options for the “goody bag” give away, at next month’s meeting.

Management Analyst Brama gave a brief update on current EDA projects and leads.

Case #3: COR Update

City Administrator Ulrich presented the Staff Report that updated the members on projects in The COR and recapped the boat launch/ribbon cutting dedication event held on May 8, 2012.

MEMBER/STAFF INPUT

City Administrator Ulrich is soliciting a proposal from Mike Mulrooney for consultant retainer fees. He will bring back information to the EDA in June for discussion.

City Administrator Ulrich reported that the Council Update on QCTV will be upgraded and can include such things as news spots and video from groundbreaking events; making it a beneficial promotional and communication tool.

City Administrator Ulrich reminded members that Legacy Services Corporation, 6390 McKinley Street, Suite 120, will be hosting an Alzheimer's benefit on May 18th from 1:00 to 5:00 p.m. The EDA and City are invited to attend the event.

Member Steffen questioned when the Sunwood realignment project will begin. City Administrator Ulrich announced that a Sunwood Drive Realignment/Armstrong Boulevard Reconstruction Open House will be held at the Municipal Center on May 17, 2012 from 6:00 to 7:30 p.m. to discuss the road closure schedule. It is anticipated that construction activities may begin in late summer.

City Administrator Ulrich informed members that the city will again have a 20 x 20 booth at this year's Game Fair.

Chair Riley inquired whether anyone would be interested in sponsoring an RV/boat/recreational equipment type show since there are several businesses located in the City of Ramsey that sell those products.

Member Skaff suggested that a show be incorporated into next year's Business Expo.

Management Analyst Brama will make phone calls to gauge interest among local business owners in an RV/boat/recreational equipment show. He will report back to the members at next month's meeting.

ADJOURNMENT

Motion by Member LeTourneau, seconded by Member Williams, to adjourn the meeting.

Motion carried. Voting Yes: Chairperson Riley, Members McGlone, LeTourneau, Steffen, Skaff, and Williams. Voting No: None. Absent: Member Jeff Wise.

The regular meeting of the Economic Development Authority adjourned at 8:27 a.m.

Respectfully submitted,

Kurt Ulrich
City Administrator

ATTEST:

Amy Dietl
Deputy City Clerk

Economic Development Authority (EDA)

4. 1.

Meeting Date: 06/14/2012

Submitted For: Kurt Ulrich

By: Patrick Brama, Administrative Services

Title:

Review contract for services with ACG

Background:

As the City continues to use the firm of Advance Consulting Group (ACG) (represented by Mike Mulrooney) for economic development consulting services, staff would like to review the compensation structure of this relationship.

The purpose of this case is to review the attached proposal for expanded level of services from ACG. In summary, two options are being presented to the EDA (1) continue a per hour charge for services (2) begin a monthly retainer for up to 28 hours of service--flat fee.

Observations:

As a result of recent staffing reductions, the duties and responsibilities of the previous Economic Development/Marketing Manager position have been divided between the City Administrator, City Management Analyst and the Advance Consulting Group (ACG).

City staff members have taken on day-to-day economic development activities. For example, answering inquiries, completing required reporting, coordinating events and conducting research. ACG has taken on the responsibility of responding to high level/high importance economic development inquires and shepherding leads. For example, when a business would like an assistance proposal or detailed information on economic development tools and programs available ACG is there to respond.

The cost of services billed by ACG in April and May were \$1,000 and \$1,500 respectively. Staff expects the cost of services provided by ACG in the future to be between \$1,500-\$2,000 per month on average. The estimated costs for ACG services for the remainder of the year is \$12,000-\$14,000.

Funding Source:

EDA Miscellaneous Professional Services Account--9230.6315.

\$44,000 budgeted in 2012

\$11,000 YTD in 2012 (expected cost for the remainder of the year: \$12,000-14,000).

Staff Recommendation:

Continue a per hour charge compensation structure for services from ACG until the monthly cost of services regularly approaches the retainer amount (\$3,750 per month); at which time staff would bring this item back for EDA consideration. This contract will be ongoing and would be adjusted if the Council authorized additional economic development staffing in the future. Such consideration is under review with the 2013 budget.

EDA Action:

Continue a per hour charge compensation structure for services from ACG until the monthly cost of services approaches the retainer amount (\$3,750 per month); at which time staff shall bring back this item back for EDA consideration.

Attachments

Advance Consulting Group Proposal for Expanded Level of Service

Form Review

Inbox
Kurt Ulrich

Reviewed By
Kurt Ulrich

Date
06/07/2012 03:59 PM
Started On: 06/06/2012 02:54 PM

Form Started By: Patrick Brama

Final Approval Date: 06/07/2012



Advance Consulting Group, Inc.

Development and Finance Specialists

763.780.7900

Fax: 763.755.5393

13868 Crane St. NW, Suite 100

Andover, MN 55304

April 23, 2012

Kurt Ulrich
City Administrator
City of Ramsey
7550 Sunwood Drive
Ramsey, MN 55303

RE: PROPOSAL FOR EXPANDED LEVEL OF SERVICE

Dear Kurt:

Advance Consulting Group, Inc. (*ACG*) provides economic development services to private and public clients like the City of Ramsey. *ACG* has been a trusted advisor to the City of Ramsey since 1998. We are a full service economic development firm with expertise in: organizational development, preparation of economic development strategies, tax increment financing, grant writing, federal and state loan packaging, public and private financing, and site selection. Due to recent staff changes, the City of Ramsey is in need of an increased level of assistance to accomplish economic development objectives. I present this proposal for your consideration to provide this type of assistance.

Executing a strategy for long-term economic growth requires preparation, coordination and knowledge of what works. Numerous cities and private companies have relied on *ACG* to provide experience and expertise to get the job done.

WHY CLIENTS SELECT ACG

Most economic development projects - whether they be industrial, commercial or residential - require increasingly complex public/private financing partnerships. The availability of financing tools and the regulations that govern them are constantly changing. Our knowledge and understanding of available financing methods, attention to detail and effective communication provide the key to development success.

When you select *ACG* you receive:

- Seasoned and proven senior staff expertise with over 37 years of economic development experience.
- Unbiased, courteous and professional service with no hidden agendas.
- A large and extensive network of highly respected contacts and business leaders who are involved in the development process.
- Cost effective services with satisfaction guaranteed.

ECONOMIC DEVELOPMENT SERVICES

Services provided by *ACG* have helped to generate more than a billion dollars of development. *ACG* has been highly successful when using limited local, state and federal financing incentives to leverage the maximum amount of private financing for projects.

ACG knows what financial incentives can be offered. More importantly, *ACG* knows how to cut through red tape and to prepare creative financial packages that get deals done. *ACG* gets results by working with lenders, government officials, businesses and industry leaders to build a network of business referrals and financing resources. *ACG's* proven approach to economic development involves focusing on and meeting each project's particular needs. It is this approach to problem solving that has placed *ACG* at the forefront of economic development.

In recognition of our accomplishments and ability to successfully execute development strategies, the Economic Development Association of Minnesota presented the principals of *ACG* with its coveted *ECONOMIC DEVELOPER OF THE YEAR* award.

AREAS OF EXPERTISE

- Strategic Planning
- Direct Marketing
- Business Prospecting
- Industrial Park Development
- Tax increment financing
- Securing state and federal grants and loans
- Packaging business loans
- Credit Analysis
- Structuring real estate financing
- Redevelopment

PROFESSIONAL RESUME

Michael J. Mulrooney

Mike Mulrooney is the President of Advance Consulting Group Inc. Mike has over 37 years of experience in economic development, finance and business development. He specializes in assisting development organizations and private businesses with deal structuring and operations management. Mike's background includes serving as Director of the Minnesota Department of Economic Development under two governors. While in this position his accomplishments included founding and establishing Minnesota's first statewide development corporation, establishing Minnesota's first community preparedness program (The Minnesota Star Cities Program), and managing the State's grant and loan programs as well as domestic and international marketing programs.

Mike established ACG after leaving his position with the State of Minnesota. Since then, he has served as a consultant to private companies, numerous state development organizations and cities. Mike has been a consultant to the National Association of State Development Agencies, the National Council for Urban Economic Development, the State of Minnesota, the State of Nebraska, the State of Montana, the State of Nevada, the Metro East Development Partnership, the Anoka County Economic Development Partnership, and the Dakota County Economic Development Partnership to name a few. He has held numerous positions of leadership and responsibility including:

- President, Central Minnesota Development Company
- Board of Directors, Central Minnesota Development Company
- EDAM Foundation Board of Directors
- Minnesota Economic Development Foundation Vice Chairman,
- Minnesota Industrial Development Association Board of Directors
- President, Minnesota Industrial Development Association
- President, Business Development Services, Inc.
- Board of Directors, Mid America Economic Development Council
- Board of Directors, Thin Film Technology Corporation
- Board of Directors, Air Cure, Inc.
- Board of Directors, Metro North Chamber of Commerce

PROPOSED SCOPE OF SERVICES

ADVISOR TO CITY OF RAMSEY EDA AND STAFF

ACG proposes to serve as a continuing advisor to the City of Ramsey, its EDA, and city staff. In this capacity, we would assist with the ongoing design and implementation of a strategic plan for economic development.

IMPLEMENTATION OF STRATEGIC PLAN AND WORK PROGRAM

Ramsey is a dynamic and continually changing community. To deal with this change requires an effective plan of action or “strategic plan”. The Ramsey EDA has established an economic development plan however it now lacks one of the most important elements, the manpower and expertise to accomplish it. The basic elements of every economic development plan should include:

- An understanding of what the strengths and weaknesses are for the community (assessment phase).
- A sense of what the community desires to be (vision, goals and priorities).
- Milestones to determine the progress of the community (objectives).
- Clear and effective means for achieving the objectives (strategic actions)
- Knowing when the community has arrived (evaluation and adjustment).

As simple as the basic concepts of strategic planning appear, far too frequently they are improperly or ineffectively used. The staff at ACG has years of experience working with communities to design strategic plans with realistic strategies that can achieve desired outcomes. To position Ramsey for economic growth the community needs to determine 3 things. First, where are you now? Second, what you want to be and finally, how you are going to get there.

If job creation and expansion of tax base are immediate concerns, Ramsey’s economic development program needs to focus on a few key elements:

- Business Retention and Expansion
- Business Recruitment
- Redevelopment and Revitalization
- Special Projects

BUSINESS RETENTION AND EXPANSION

A good Business Retention and Expansion Program makes local businesses more competitive by evaluating and addressing some of their key needs and concerns. The program monitors changing marketplace dynamics so that policy makers and community leaders can make decisions that can decrease threats or enhance opportunities, and enhance community economic growth.

Why Business Retention and Expansion?

- Current businesses form the city's existing economic base.
- Current businesses provide the jobs and tax base for local and state entities.
- Existing businesses create new jobs at a faster rate.

How is the program implemented?

We recommend that the program be implemented by using the time and talent of EDA members and other volunteers. Steps to a successful program include:

- **Identification of businesses and industry to be contacted.**
- **Schedule a site visit**
The BR&E visitation team will use a specially-designed questionnaire to obtain information on the needs of each business, issues it may be facing, and its future plans.
- **Participate in follow-up visits**
Community Development staff and EDA members will conduct regular on-site surveys to continue to evaluate the needs of the business and address its concerns.
- **Provide data for action plan**
The EDA will develop an economic development action plan to address opportunities and obstacles that surface through the visitation program as well as many other initiatives. This plan will outline the most pressing issues identified by the business community.
- **Appreciation Event**
The EDA will hold at least one business appreciation event annually. The event will promote networking through business education sessions

BUSINESS RECRUITMENT

To date ACG has successfully recruited over 30 companies to the City of Ramsey. With sites still available for development work remains. ACG is connected to the development community which greatly improves the identification of business prospects. Responding to prospects in a timely and professional manner is a key to our success.

Our efforts to assist businesses include responding to inquiries and RFP's, identifying sites, providing access to capital, reviewing available incentive programs, introducing employee hiring and training programs, providing research information, and offering other assistance as needed.

REDEVELOPMENT AND REVITALIZATION

The Redevelopment Program focuses on redeveloping blighted industrial, residential, or commercial sites and putting land back into productive use. ACG has assisted the City of Ramsey with many redevelopment projects including Business Park 95 and the Sunfish Business Park to name a few. This effort has resulted in the creation of new industrial parks that have a significant impact on the city's tax base. Redevelopment opportunities remain including the Highway 10 corridor and 167th Ave. - Highway 47 intersection.

SPECIAL PROJECTS

From time to time special projects surface that need economic development expertise. Examples include site acquisition for the relocation of Armstrong Blvd and the Cor. Services for these types of projects will be provided on an as needed basis at the request of the City Administrator.

Account Representative

Mike Mulrooney, owner of ACG, would be assigned to the City of Ramsey account. Mike will be available to provide services on an as needed basis.

Public Sector References

CITY OF NORTH ST. PAUL – Mike currently serves as Economic Development Consultant to the City of North St. Paul. Recent accomplishments include the redevelopment of a 1-block area into a 72 unit senior housing project and 19 unit town home project, the redevelopment of an automotive service site into the new City Hall, the redevelopment of a fast food site into a new medical clinic and the redevelopment of a former grocery store site into a modern office building. Additional projects are currently in the planning stages.

References

Wally Wysopal
City Manager
City of North St. Paul
2400 Margaret St.
Ramsey, MN 55109
651-747-2421

CITY OF WOODBURY – Mike served as the Economic Development Consultant to the City of Woodbury for 23 years. During that time Woodbury experienced unprecedented growth and development. Mike is pleased to have played a role in the development of the community. During his service to Woodbury the city was the recipient of over \$380 million in new commercial and industrial development. Notable achievements that Mike help to implement for the community include:

- The creation of the Woodbury Growth Fund – a unique local revolving loan fund involving the community and a major insurance provider.
- The acquisition and build out of the Carver Lake Business Park.
- The build out of the Woodbury Commerce Center.
- The attraction of State Farm Insurance.
- The development of the Lake Road Interchange
- The achievement of Star City status for the City of Woodbury
- The creation of the Woodbury EDA and ongoing staff support.

- The attraction and location of many companies and projects including Service Ideas, Miller Printing, Duratec, Medical Concepts, Rivertown Trading, Llewellyn, Absolute Investments, Harvey Vogel Manufacturing and Quarry Ridge.

References

Dwight Picha
 Director of Community Development
 City of Woodbury
 8301 Valley Creek Road
 Woodbury, MN 55125
 651-714-3530

Janelle Schmitz
 Economic Development Coordinator
 City of Woodbury
 8301 Valley Creek Road
 Woodbury, MN 55125
 651-714-3534

CITY OF HOWARD LAKE – ACG obtained grant funding from the state of Minnesota to assist with the financing of a major employer in the community. As the loan proceeds were repaid, a revolving loan fund was established called the Howard Lake Voyager Fund. This financing tool is now being used to undertake downtown redevelopment in the community.

References

Kelly Hinnenkamp
 City Administrator
 City Hall
 625 8th Avenue
 PO Box 736
 Howard Lake, MN 55349
 320-543-3670

STATE OF MINNESOTA

Mark Lofthus
 Director of Business Development
 Minnesota Department of Employment and Economic Development
 1st National Bank Building
 332 Minnesota Street, Suite E-200
 Saint Paul, MN, 55101-1351
 651-259-7440

Conflicts of Interest

The principals of ACG pride themselves on maintaining the highest ethical standards and code of conduct. We do not now nor will we in the future have any conflicts of interest in the City of Ramsey.

Research Capabilities

We currently maintain an economic development research library with “best practices” data dating back to 1975. Perhaps more important is the practical knowledge gained over the last 30 years of practice. Our experience translates into performance and results for the clients we serve.

Fee for Services

We offer two payment options for our services:

Our hourly billing rate is \$165 per hour plus “out of pocket” expenses. “Out of Pocket” expenses such as travel will be billed at cost. Travel will be billed at the IRS approved mileage rate in force at the time the service is provided. All hourly billing rates are based on one hour increments of time.

A second option is a monthly retainer of \$3,750 plus expenses. This option provides up to 28 hours of service at a 20% discount off the normal hourly rate. This is the preferred option for most communities who desire an effective economic development program with a defined budget.

Economic Development Authority (EDA)

4. 2.

Meeting Date: 06/14/2012

Submitted For: Kurt Ulrich

By: Patrick Brama, Administrative Services

Title:

EDA Budget Discussion

Background:

As part of the 2013 budgeting process, Staff would like to review the proposed 2013 EDA budget and allow for commissioner feedback.

Observations:

Attached to this case is the proposed 2013 EDA budget. Staff would like to note a number of items. First, the EDA may consider making a recommendation between hiring an economic development staff position or contracting economic development services. each alternative has different budget implications as noted in the attached budget.

Listed at the bottom of the budget worksheet is the total EDA reserves along with two potential project costs. The EDA may consider utilizing additional reserves for one-time expenditures that may be in the budget.

Note, the total expenditures budget listed (\$71,380) does not include either hiring an economic development staff position or economic development consultant. If an economic development staff position is considered, it will be staff's recommendation that the position be funded both from the EDA and HRA fund; which would reduce the impact on the EDA budget. The HRA levy is separate from the EDA, and the EDA levy is included in the City's Tax Capacity Rate, while the HRA levy is not.

Funding Source:

EDA Levy.

Staff Recommendation:

Discuss provisions of a budget recommendation to be brought forward to the City Council.

EDA Action:

Discuss provisions as a budget recommendation to be brought forward to the City Council, and bring back budget for EDA approval at the July meeting.

Attachments

Proposed EDA Budget 2013

Form Review

Inbox
Kurt Ulrich

Reviewed By
Kurt Ulrich

Date

06/07/2012 04:14 PM

Form Started By: Patrick Brama

Started On: 06/06/2012 04:14 PM

Final Approval Date: 06/07/2012

**CITY OF RAMSEY
2013 REQUESTED BUDGET**

BusinessUnit		9230 EDA - REVENUES						
Account		-Actual 2007-	-Actual 2008-	-Actual 2009-	-Actual 2010-	-Actual 2011-	-Budget 2012-	-Requested 2013-
4011	CURRENT-AD VALOREM TAXES	(311,729.89)	(311,517.47)	(218,172.07)	(227,838.99)	(220,609.46)	(169,853.00)	(171,506.00)
4012	DELINQUENT-AD VALOREM TAXES	(4,812.47)	(6,889.36)	(20,372.96)	(4,898.46)	(4,197.93)		
4014	FISCAL DISPARITIES	(49,762.70)	(49,376.03)	(54,342.86)	(40,768.33)	(48,632.41)		
4263	MARKET VALUE HOMESTEAD CREDIT	(18,998.62)	(8,906.72)	(3,266.32)	-	-		
4609	OTHER MISCELLANEOUS REVENUES		(106,864.37)	(2,145.85)	-	-		
4701	INTEREST ON INVESTMENTS	(39,844.79)	(49,613.33)	(38,470.09)	(42,636.97)	(30,038.57)	(3,000.00)	(2,000.00)
4901	TRANSFER IN FROM OTHER FUNDS				(1,136.20)	-		
Grand Total		(425,148.47)	(533,167.28)	(336,770.15)	(317,278.95)	(303,478.37)	(172,853.00)	(173,506.00)

BusinessUnit		9230 EDA - EXPENDITURES							
Account	Data	-Actual 2007-	-Actual 2008-	-Actual 2009-	-Actual 2010-	-Actual 2011-	-Budget 2012-	-Requested 2013-	
6102	F.T. REGULAR-WAGES & SALARIES	13,450.00	16,529.00	8,579.00	39,920.38	67,261.00	85,259.00		additional 82,217 (if ED Manager added)
6105	TEMPORARY-WAGES & SALARIES					1,230.00			
6121	PERA CONTRIBUTIONS	840.64	1,074.36	600.51	2,794.42	4,876.00	6,181.00		additional 5,961 (if ED Manager added)
6122	FICA/MEDICARE CONTRIBUTIONS	1,028.95	1,264.44	656.27	2,998.62	5,422.10	6,522.00		additional 6,291 (if ED Manager added)
6131	GROUP INSURANCE				2,060.00	8,625.00	5,097.00		
6133	WORKERS COMP INSURANCE PREMIUM	115.68	158.92	152.16	455.79	383.54	683.00		additional 657 (if ED Manager added)
6249	MISCELLANEOUS OPERATING SUPPLY	5,190.25	4,154.95	7,140.98	10,324.76	10,603.60	8,500.00	11,000.00	
6304	LEGAL FEES	2,543.00	862.40	103.00	-	110.00	1,500.00	1,500.00	
6315	MISCELLANEOUS PROFESSIONAL SER	20,015.96	123,077.61	41,467.06	100,160.62	162,651.45	44,000.00	45,000.00	additional 24,000 (if ACG Consultant used)
6322	POSTAGE	245.89	(419.19)	341.56	240.35	252.43	200.00	250.00	
6323	CELLULAR PHONES	817.30	733.21	838.70	308.47	793.21	700.00	700.00	
6331	TRAVEL & LODGING	-	-	6,494.11	4,563.40	1,001.48	2,500.00	1,000.00	
6335	TRAINING	1,615.16	23.13	4,592.17	3,364.00	1,659.18	2,000.00	2,000.00	
6361	GENERAL LIABILITY/PROPERTY INS	248.83	2,771.23	591.19	1,706.54	1,868.91	1,700.00	2,000.00	
6371	ELECTRIC UTILITIES	891.36	922.92	1,037.36	1,062.69	1,073.13	1,200.00	1,250.00	
6373	GAS								
6439	OTHER MISCELLANEOUS				74,956.00	-	5,880.00	5,880.00	
6451	MEMBERSHIP DUES	10,020.00	-	-	370.00	336.00	500.00	500.00	
6452	SUBSCRIPTIONS	-	-	3,080.00	-	-	300.00	300.00	
6453	REGISTRATION FEES			-	40.00	-			
6820	OPERATING TRANSFERS TO OTHER F			26,625.44	-	19,732.88			
6491	DONATIONS			11,905.95	-	-			
6510	LAND	-	349,514.50	-	-	-	-	-	
Grand Total		57,023.02	500,667.48	114,205.46	245,326.04	287,879.91	172,722.00	71,380.00	neither ED manager or consultant

166,506.00 if ED manager added
95,380.00 if ACG consultant used

1,100,000 Total Reserves
600,000 Sunwood Realignment
550,000 Price of 167th/47 property

Economic Development Authority (EDA)

4.3.

Meeting Date: 06/14/2012

Submitted For: Patrick Brama

By: Patrick Brama, Administrative Services

Title:

Discussion of 167th Avenue and Highway 47 commercial node.

Background:

It was suggested by the EDA Chair to bring forward a dicussion regarding the commercial node at Highway 47 and 167th Avenue. This suggestion was in response to the news that 6013 167TH AVE NW is up for sale. The estimated listing price is \$550,000.

Observations:

Attached to this case is some background information on the commercial node at 167th Avenue and Highway 47, including a site map that outlines current property owners and valuations (see fact sheet). The site is currently not in a TIF (Tax Increment Financing) district, but the City has conducted a TIF review of the area, and if the City wanted to purchase and clear the property for redevelopment, this would be an eligible activity for a potential district. There are no identified users to redevelop the property at this time.

Funding Source:

NA

Staff Recommendation:

NA

EDA Action:

NA

Attachments

Fact Sheet

Form Review

Inbox

Kurt Ulrich

Reviewed By

Kurt Ulrich

Date

06/07/2012 02:35 PM

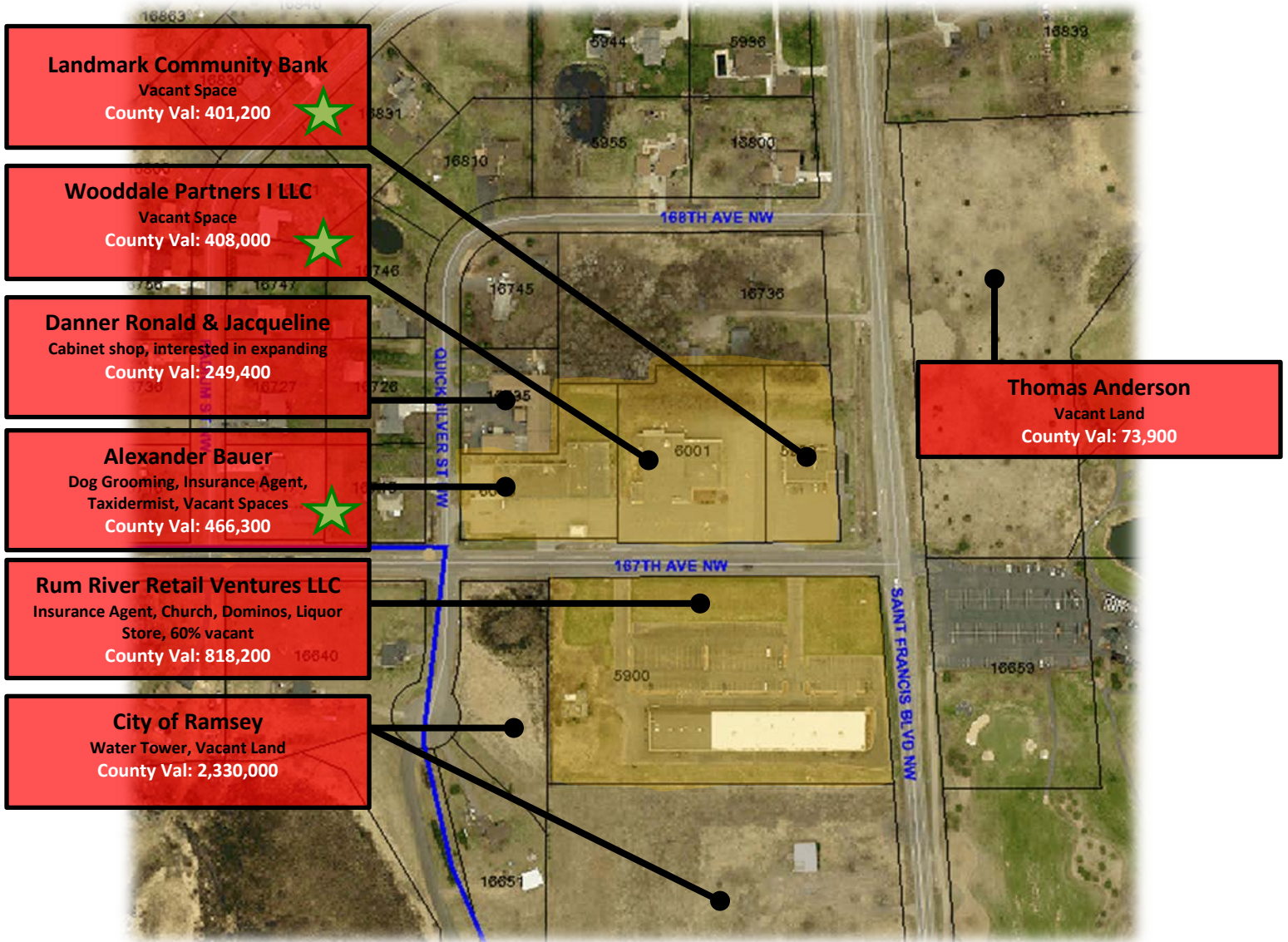
Form Started By: Patrick Brama


Started On: 06/04/2012 01:52 PM

Final Approval Date: 06/07/2012

167TH AVE NW AND HIGHWAY 47

FACT SHEET



 Recently or currently expressed interest in selling

- This is not a TIF district. Yes, there could be a TIF District (will confirm with consultant)
- No City sewer, there is water. Sewer cost for special service are is estimated at 1.3M
- Bauer property is not officially up for sale yet, will be in the coming weeks, is estimated to list at \$550,000
- Entire project value \$2,167,600 (Yellow)

PREVIOUS STUDIES/RESEARCH

- McCombs Group Market Study (2003)
- HKGi Master Plan Concepts (2004)
- Comprehensive Plan Amendment (2004-not adopted)
- Buxton Retail Study (2008)
- Buxton Retail Study Refresh (2011)

Economic Development Authority (EDA)

4. 4.

Meeting Date: 06/14/2012

Submitted For: Patrick Brama

By: Patrick Brama, Administrative Services

Title:

Golf Tournament Update

Background:

Staff would like to give the EDA an update on the 2012 EDA Business Appreciation Golf Tournament.

Observations:

The date of the tournament is Tuesday August 21 (recently changed). Wells Catering will be providing the same food solution as in 2011. The Links will be providing the same services as in 2011 (18 holes, ballroom, scoring, etc.). Invitations have been created by staff and sent to businesses via Countryside printing. Attached to this case is the invitation. Email invitations will be sent to businesses from 2011 and will include the attached cover letter. Also attached to this case is a list of options for give-aways to participants (last year was the polo shirt). Finally, attached to this case is the proposed budget for the 2012 EDA Business Appreciation Golf Tournament.

Funding Source:

EDA Miscellaneous Operating Supply--9230.6249 (EDA account used to pay for events)

Staff Recommendation:

Direct staff to purchase a give-away item; and, make suggestions regarding the proposed planning and coordination of this event.

EDA Action:

Direct staff to purchase a certain give-away item; and, make suggestions regarding the proposed planning and coordination of this event.

Attachments

Invite

Cover Letter

Give Away Options (6)

Budget

Form Review

Inbox
Kurt Ulrich

Reviewed By
Kurt Ulrich

Date

06/07/2012 04:17 PM

Form Started By: Patrick Brama

Started On: 06/06/2012 07:12 PM

Final Approval Date: 06/07/2012

City of Ramsey Business Appreciation Event



2011 Business of the Year



Schedule of Events

10:30 a.m. ~ 11:45 a.m.
Golf Registration

10:45 a.m.
Driving Range Opens

12:00 p.m. ~ 5:00 p.m.
Tournament

5:00 p.m. ~ 5:30 p.m.
Social Reception

5:30 p.m. ~ 6:30 p.m.
Dinner, Awards, Prizes

Registration

Please submit this form by August 6th

Business Name: _____

Contact Person: _____

Contact Email: _____

Contact Address: _____

Contact Phone: _____

Participants (four per hole, 2 per cart)

1. _____

2. _____

3. _____

4. _____

Full Day Participation: \$95.00 x _____ = _____
(Golf, Dinner, Games, Prizes)

Dinner Only: \$33.00 x _____ = _____

Hole Sponsor: \$125.00 x _____ = _____

Total Amount Enclosed: \$ _____

Make checks payable to: City of Ramsey
7550 Sunwood Drive NW, Ramsey, MN 55303
If you have any questions about the Event, please contact
Patrick Brama 763-433-9903
pbrama@ci.ramsey.mn.us

18 Hole Best Ball Scramble Golf Tournament & Business Appreciation Event

Cost: \$95 / person or \$380 per foursome

- ◆ 18 holes of golf
- ◆ 2 carts per foursome
- ◆ Dinner
- ◆ Games and Prizes

Games and Prizes:

The 2012 Business Appreciation Day Golf Event will include a wide variety of games and prizes at the holes and following the event.

Business of the Year Award:

A Ramsey business will be presented with the Business of the Year Award following dinner.

Registration:

*Entry into the golf event will be limited to the first 144 people that send their registration in along with the applicable fees. **Singles, twosomes and foursomes are all encouraged.***

Hole Sponsor Opportunities

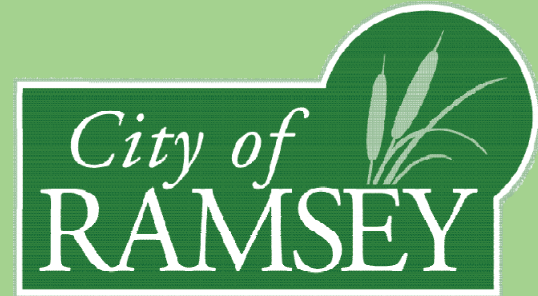
Businesses are encouraged to sponsor a hole. Hole sponsorship cost is \$125.00. The City will provide a professional sign with the business name at the assigned hole. Hole sponsor may provide promotional literature in the "goody bag," which is given to each participant. The promotional pieces or literature must be provided to Patrick Brama by August 6, 2012. Hole sponsors can also set up a game or informational table at the assigned hole at no additional cost. Staffing at the sponsored hole is the responsibility of the business.

Presort Standard
U.S. Postage
PAID
Anoka, MN 55303
Permit No. 131



City of Ramsey
7550 Sunwood Drive NW
Ramsey, MN 55303

**Business Appreciation Day
Tuesday, August 21, 2012
Don't wait, register today!**



**August 21, 2012
12:00 Shotgun Start**

***The Links at Northfork
9333 Alpine Drive
Ramsey, MN 55303***

BUSINESS APPRECIATION DAY 2012

Will be on City letterhead

June 8, 2012

Dear Sir or Madam:

The City of Ramsey would like to extend an invite to your business to participate in the 2012 EDA Business Appreciation Golf Tournament, taking place on Tuesday, August 21.

The annual EDA Business Appreciation Golf Tournament is an opportunity for the local businesses to spend an afternoon together playing golf at The Links at Northfork, enjoying a few laughs with friends and sharing a hearty meal from Wells Catering.

Similar to years past, door prizes will be given to every golfer. Donated prizes from local businesses will be given out to participants at the conclusion of the tournament, a number of golfing contests and drawings will take place and the 2012 Ramsey Business of the Year Award will be presented.

Enclosed with this mailing is more information on the 2012 Business Appreciation Golf Tournament, including a registration form. Please note, registration is on a first come first serve basis, with Wednesday, August 1 being the final deadline.

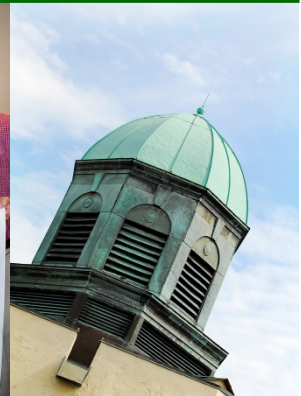
If your business is interested, opportunities exist for sponsorship of a hole(s), independent contests and/or donation of raffle prizes.

We appreciate your consideration and look forward to hearing from you soon! Please contact Patrick Brama with questions: 763-433-9903 or pbrama@ci.ramsey.mn.us

Best Regards,

Christopher Riley

Christopher Riley
EDA President



Ace Sales
 17555 Unicorn St. NW
 Ramsey, MN 55303
 Fax:(763) 241-0590
 Phone:(763) 241-0590
 E-Mail: debthatcher@comcast.net

Prepared For:
 COR
 Sunwood Dr.
 Ramsey, MN 55303
 Phone:(763) 433-9903
 E-Mail: pbrama@ci.ramsey.mn.us

DELUXE GOLF DISTANCE SCOPE 8 x 21mm, PADDED CARRYING CASE

AGX14D



ACCURATELY READ THE DISTANCE TO THE FLAG STICK THROUGH THIS MONOCULAR GOLF SCOPE. INSULATED CONSTRUCTION KEEPS THE SCOPE SAFE OUT OF THE BOX. WHILE A PADDED CARRYING CASE KEEPS IT SECURE WHEN YOU'RE NOT USING IT. COMES WITH AN INSTRUCTION BOOKLET AND LENS CLEANING CLOTH. MAGNIFIES 8 X 21MM. CONVENIENTLY YOU CAN CARRY IN YOUR POCKET OR STORE IN YOUR GOLF BAG.

PRICE:--INCLUDES A ONE COLOR IMPRINT
 ITEM COLOR:--BLACK
 IMPRINT AREA:-- ON CASE 4" X 1", ON SCOPE CHROME 1/2" X 1/2"
 PACKAGING:--HARD CASE IN GIFT BOX
 SET UP:--\$56.25 (G) EACH COLOR
 ADDITIONAL COLORS:--\$.562 (G) PER COLOR RUNNING CHARGE

Normal Production Time:
 6 Working Day(s)

Product Size:
 4 1/2" X 1 1/2"

Product	Qty	x Price	+ Setup	= Total
DELUXE GOLF DISTANCE SCOPE 8 x 21mm, PADDED CARRYING CASE	150	12.940	0.00	\$1,941.00
Tax				\$138.30
Freight				\$0.00
			Total:	\$2,079.30

Quote 928193

Ace Sales
17555 Unicorn St. NW
Ramsey, MN 55303
Fax:(763) 241-0590
Phone:(763) 241-0590
E-Mail: debthatcher@comcast.net

Prepared For:
COR
Sunwood Dr.
Ramsey, MN 55303
Phone:(763) 433-9903
E-Mail: pbrama@ci.ramsey.mn.us

Golf Valet

GVC



Large main compartment
Cell phone pocket
Range Finder pocket
Handy velcro straps to mount on golf cart frame
Includes tees & divot tool
Pricing includes one color imprint in one location
(limited to one color only)
Golf valet
Accessories

Normal Production Time:
8 Working Day(s)

NOTE:
Must be ordered in increments of 25

Product	Qty	x Price	+ Setup	= Total
Golf Valet	150	8.320	0.00	\$1,248.00
Imprint Location	150	0.000	0.00	\$0.00
- Front Center	150	0.000	0.00	\$0.00
Product Color	150	0.000	0.00	\$0.00
- Black	150	0.000	0.00	\$0.00
Tax				\$88.92
Freight				\$39.78
			Total:	\$1,376.70

Ace Sales
 17555 Unicorn St. NW
 Ramsey, MN 55303
 Fax:(763) 241-0590
 Phone:(763) 241-0590
 E-Mail: debthatcher@comcast.net

Prepared For:
 COR
 Sunwood Dr.
 Ramsey, MN 55303
 Phone:(763) 433-9903
 E-Mail: pbrama@ci.ramsey.mn.us

HandsFree SPF 30 Sun & Bug Sunscreen

H-602



A high quality SPF 30 sunscreen made in the United States with the patented HandsFree applicator for applying the cream only where you want it. Great for all sports and outdoor activities like golf, biking, fishing and any sport where sunscreen on the palms affects performance. It is hypo-allergenic, oil free, Paba free, sweat proof and UVA/ UVB. Made in the USA.

Normal Production Time:
 3 Working Day(s)

Product Size:
 1 1/2" w x 4 1/4" h

Product Weight:
 29 lbs/273 pcs

Additional Information:
Imprint Area: 1 1/4" Sqr.

Price includes a one color one location imprint. Additional colors/locations are \$.30(v)/pc/color/location, plus a \$50(v) setup charge/color/location. Production time begins after all approvals. Please see Terms & Conditions and Product Safety for more information. Prices valid until June 30, 2012.

Product	Qty	x Price	+ Setup	= Total
HandsFree SPF 30 Sun & Bug Sunscreen	150	4.390	50.00	\$708.50
Imprint Colors	150	0.000	0.00	\$0.00
- Reflex Blue PMS	150	0.000	0.00	\$0.00
Tax				\$50.48
Freight				\$16.18
			Total:	\$775.16

Ace Sales
 17555 Unicorn St. NW
 Ramsey, MN 55303
 Fax:(763) 241-0590
 Phone:(763) 241-0590
 E-Mail: debthatcher@comcast.net

Prepared For:
 COR
 Sunwood Dr.
 Ramsey, MN 55303
 Phone:(763) 433-9903
 E-Mail: pbrama@ci.ramsey.mn.us

Top-Flite XL Distance Monterey Event Kit

20731



Includes 3 imprinted golf balls
 15 imprinted 2-3/4" tees

Normal Production Time:
 7 Working Day(s)

Product Size:
 6"w x

Product Weight:
 24 lbs. per 50

Made In:
 China

Additional Information:
 Decoration Method/Area: Heat Transfer: Front 3"w x 3"h. Pad Print: North Pole of Golf Ball 3/4" dia. Screen Print: Shaft of Tee 1-1/2" x 1/2"h
 Decoration Information: Price includes a 1-2 color PMS matched logo on balls, a 1-color imprint, 1-location on tees and 1-color imprint, 1-location on outer package

Note: Tees have black imprint and come in assorted colors unless specified

Product	Qty	x Price	+ Setup	= Total
Top-Flite XL Distance Monterey Event Kit	150	15.100	50.00	\$2,315.00
Proofs	150	0.000	0.00	\$0.00
- Email	150	0.000	0.00	\$0.00
Monterey event kit colors	150	0.000	0.00	\$0.00
- Green	150	0.000	0.00	\$0.00
Golf Tee color choices	150	0.000	0.00	\$0.00
- Dark Blue 295	150	0.000	0.00	\$0.00
Colors for Outer Package	150	0.000	0.00	\$0.00
- Blue	150	0.000	0.00	\$0.00
Pad Print Colors for ball	150	0.000	0.00	\$0.00
- black	150	0.000	0.00	\$0.00
Tax				\$164.94
Freight				\$0.00
			Total:	\$2,479.94

Ace Sales
 17555 Unicorn St. NW
 Ramsey, MN 55303
 Fax:(763) 241-0590
 Phone:(763) 241-0590
 E-Mail: debthatcher@comcast.net

Prepared For:
 COR
 Sunwood Dr.
 Ramsey, MN 55303
 Phone:(763) 433-9903
 E-Mail: pbrama@ci.ramsey.mn.us

Sunglasses Case

60045 - Top Flite XL Distance



Imprinted Neoprene Sunglass Case contains two imprinted golf balls and 10 2-3/4" imprinted tees.

Normal Production Time:
 7 Working Day(s)

Product Size:
 6"w x

Product Weight:
 22 lbs. per 63

Made In:
 China

Additional Information:
 Price includes a 1 or 2 color PMS matched logo on balls, and a 1-color, 1-location imprint on outer package and tees.
 Decoration area: 3"w x 1-1/2"h on case.

Product	Qty	x Price	+ Setup	= Total
Sunglasses Case	150	9.450	50.00	\$1,467.50
Proofs	150	0.000	0.00	\$0.00
- Email	150	0.000	0.00	\$0.00
Sunglasses case screen print	150	0.000	0.00	\$0.00
- white	150	0.000	0.00	\$0.00
Golf Tee color choices	150	0.000	0.00	\$0.00
- Dark Blue 295	150	0.000	0.00	\$0.00
Sunglasses case color	150	0.000	0.00	\$0.00
- Blue	150	0.000	0.00	\$0.00
Tax				\$104.56
Freight				\$0.00
			Total:	\$1,572.06

Quote 928193

Ace Sales
 17555 Unicorn St. NW
 Ramsey, MN 55303
 Fax:(763) 241-0590
 Phone:(763) 241-0590
 E-Mail: debthatcher@comcast.net

Prepared For:
 COR
 Sunwood Dr.
 Ramsey, MN 55303
 Phone:(763) 433-9903
 E-Mail: pbrama@ci.ramsey.mn.us

Mulligan Cooler

60004 - Titelist DT SoLo



includes: 3 imprinted golf balls and 15 imprinted 2 3/4" tees.

Price includes a 1 or 2 color PMS matched logo on balls, and a 1-color, 1-location imprint on outer package and tees.

Normal Production Time:
 7 Working Day(s)

Product Size:
 5-3/8

Product Weight:
 20 lbs. per 40

Made In:
 China

Additional Information:
 Decoration method: screen print- one color; heat transfer- multi-color
 Decoration area: 2" diameter on lid.
 Imprint colors: screen print: gold, silver, white
 Setup: \$40/g per color.
 Additional colors: \$.35/g, plus \$40/g per color.
 Tees have black imprint and come in assorted colors unless specified.
 Packaging: bulk

Product	Qty	x Price	+ Setup	= Total
Mulligan Cooler	150	20.490	50.00	\$3,123.50
Proofs	150	0.000	0.00	\$0.00
- Email	150	0.000	0.00	\$0.00
Imprint Colors	150	0.000	0.00	\$0.00
- white	150	0.000	0.00	\$0.00
Golf Tee color choices	150	0.000	0.00	\$0.00
- Dark Blue 295	150	0.000	0.00	\$0.00
Product color	150	0.000	0.00	\$0.00
- Blue	150	0.000	0.00	\$0.00
Pad Print Colors for ball	150	0.000	0.00	\$0.00
- black	150	0.000	0.00	\$0.00
Tax				\$222.55
Freight				\$0.00
			Total:	\$3,346.05

Ace Sales
 17555 Unicorn St. NW
 Ramsey, MN 55303
 Fax:(763) 241-0590
 Phone:(763) 241-0590
 E-Mail: debthatcher@comcast.net

Prepared For:
 COR
 Sunwood Dr.
 Ramsey, MN 55303
 Phone:(763) 433-9903
 E-Mail: pbrama@ci.ramsey.mn.us

Montana Event Case

61654 - Titleist® DT® SoLo



Montana Event Case
 Includes: 2 imprinted golf balls, 10 imprinted 2-3/4" tees
 • Hard shell keeps valuables safe
 • Zip closure, interior mesh pockets
 • Metal carabiner can be easily clipped on golf bag

Normal Production Time:
 7 Working Day(s)

Product Size:
 5-1/2"

Product Weight:
 25 lbs. per 150

Made In:
 China

Additional Information:
 Decoration Method/Area:
 Heat Transfer: Front of Case 3-1/2"w x 2"h
 Pad Print: North Pole of Golf Ball 3/4" dia.
 Screen Print: Shaft of Tee 1-1/2"w x 1/2"h

Decoration Information: Price includes a 1 to 2-color
 PMS matched logo on balls and a 1-color, 1?location imprint
 on outer package and tees

Note: Tees have a black imprint and come in
 assorted colors unless specified

Product	Qty	x Price	+ Setup	= Total
Montana Event Case	150	18.770	50.00	\$2,865.50
Proofs	150	0.000	0.00	\$0.00
- Email	150	0.000	0.00	\$0.00
Pad Print Colors for ball	150	0.000	0.00	\$0.00
- Blue	150	0.000	0.00	\$0.00
Golf Tee color choices	150	0.000	0.00	\$0.00
- Dark Blue 295	150	0.000	0.00	\$0.00
Colors for Outer Package	150	0.000	0.00	\$0.00
- Blue	150	0.000	0.00	\$0.00
Tax				\$204.17
Freight				\$0.00
			Total:	\$3,069.67

2012 Projected Budget

REVENUES	Cost	#	Total
Hole Sponsors	\$ 125.00	18 \$	2,250.00
Golf/Dinner Fees	\$ 95.00	144 \$	13,680.00
Dinner Only Fees	\$ 33.00	16 \$	528.00
Total Revenues		\$	16,458.00

EXPENSES			
Golf Registrations	\$ 60.00	144 \$	8,640.00
Dinner (Golf)	\$ 36.87	160 \$	5,899.50
Promo Item (TBD)	\$ 20.00	150 \$	3,000.00
Plaque / Hall of Fame	\$ 70.00	1 \$	70.00
BOY Banner/Signs (DoAll)	\$ 225.00	1 \$	225.00
Flowers	\$ 15.00	18 \$	270.00
Photography	\$ 5.00	144 \$	720.00
Signs	\$ 35.00	5 \$	175.00
Invites	\$ 400.00	1 \$	400.00
Door Prizes, etc.	\$ 700.00	1 \$	700.00
Misc. Expenses	\$ 100.00	1 \$	100.00
Total Expenses		\$	20,199.50

Business Appreciation Event Net Balance **\$ (3,741.50)**

NOTES:

3,500 Budgeted in 2012, 4,500 Budgeted in 2011

There are sufficient funds available in the EDA account to cover up to \$4,750 (in 2012)

For every golfer registered, we receive \$5 to spend at The Links Pro Shop.

Economic Development Authority (EDA)

4. 5.

Meeting Date: 06/14/2012

Submitted For: Patrick Brama

By: Patrick Brama, Administrative Services

Title:

Business Appreciation Breakfast Event

Background:

Staff is beginning preparation for the 2012 Business Appreciation Breakfast Event. The purpose of this case is to choose and/or develop a pool of candidates for the keynote speaker and to review the 2012 budget. Also, this is an opportunity for the EDA to comment on the format and layout of the 2011 event and make suggestions for 2012.

Both a budget and a list of keynote speaker options will be provided at the EDA meeting.

Observations:

NA

Funding Source:

EDA Miscellaneous Operating Supply--9230.6249 (EDA account used to pay for events)

Staff Recommendation:

Give staff direction and suggestions regarding the planning and coordination of the 2012 Business Appreciation Breakfast Event.

EDA Action:

Give staff direction and suggestions regarding the planning and coordination of the 2012 Business Appreciation Breakfast Event.

Form Review

Inbox
Kurt Ulrich

Reviewed By
Kurt Ulrich

Date
06/07/2012 04:23 PM
Started On: 06/06/2012 07:54 PM

Form Started By: Patrick Brama

Final Approval Date: 06/07/2012